

Cutting Motor Cars

The car that has set a new standard of automobile values

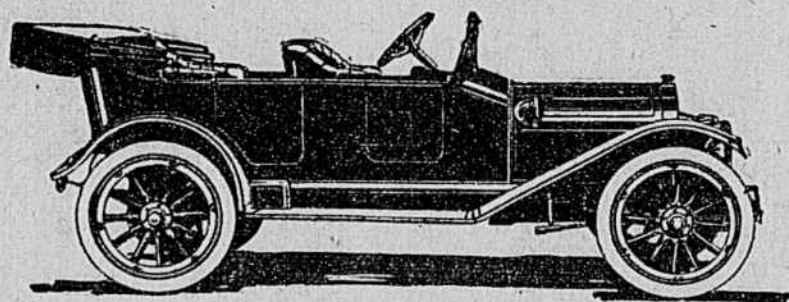
The Cutting line for 1913 consists of a five passenger touring car and a 2 passenger roadster.

The same chassis is used for both models.

Our engineers and designers have centered their entire efforts on the perfection of this one chassis.

Our skilled mechanics have but one set of specifications to follow and are assisted by the use of machinery especially designed and built for this one purpose.

The result--a car that actually has set a new standard by which all automobile values must be measured.



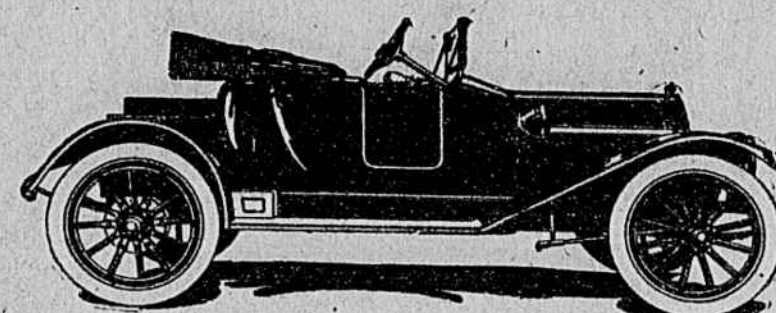
GOOD TERRITORY OPEN TO HUSTLING AGENTS

H. G. WAGNER AUTO COMPANY, Inc.

Distributors CUTTING AUTOMOBILES

512 East Main Street

Richmond, Virginia



Specifications of Both Models--Touring Car and Roadster

MOTOR--Four cylinders, cast en-bloc, long stroke, 4-inch bore by 5-inch stroke.

HORSE POWER--Forty, actual break test.

TRANSMISSION--Sliding gear, selective type, three-speeds forward and reverse.

BRAKES--One internal and one external, 14 inches in diameter with 2-inch face, lined with Raybestos. Westinghouse equalizing system.

TIRES--36 ins. x 4 ins. quick demountable rims.

WHEELBASE--120-inches.

SPRINGS--Front, semi-elliptic; rear, three-quarter elliptic.

STANDARD EQUIPMENT--Cutting mohair top, dust cover, side curtains, rain vision windshield, demountable rims and extra rim, tire holders, electric headlights, dash flash lighter, electric side and tail lights, robe rail, foot rail in tonneau, horn, set of tools, including pump and tire repair outfit, cocoa mat for tonneau.

Electric starter and full electric lighting system.

WITH AUTOMOBILE DEALERS

Changing Type of Motors.

Just as that famous old London institution, the horse-drawn "bus" gave way before the march of progress in the form of the motor-bus, the latter is undergoing a change which has already shown a decided improvement in service. As rapidly as possible the old motor buses are being replaced with machines equipped with the Knight type sleeve valve motor.

In a letter to the F. B. Stearns Company, manufacturers of the Stearns-Knight car, the inventor, Charles T. Knight, gives details of the chassis used for this service and states that some 250 have been put into commission up to this time. Continuing, he says: "Forty of these buses have now run an average of 20,000 miles each upon the London streets, carrying their average load up to forty passengers each, and starting and stopping almost every minute of the day. The gear ratio is 7 to 1, an these buses are frequently called upon to do twenty-five miles an hour, which means about 1,600 revolutions per minute of the engine. The success of the sleeve valve for this work has been as startling as it has been gratifying. Where poppet valve motors in the same garages, doing the same amount of work required an enormous amount of work, adjustment and tinkering with valves, cleaning carbon from cylinders, and presented almost certain loss of power after having been in use for a considerable time the sleeve valve motors have continued to improve, gained power, cut down petrol consumption and required almost no care beyond the mere attention of refilling the tanks with lubricant and fuel. The average daily run of these buses is 100 miles." The Daimler Company, of Coventry, who were the first manufacturers to adopt the Knight motor, are building 450 of the Knight motored omnibuses. The chassis was designed by Mr. Searle,

head of the Daimler Commercial Vehicle Department, who, as Mr. Knight says, solved the question of mechanical traction in London by perfecting the omnibus to its present stage.

Decides Price-Cutting.

Developments of interest to the entire automobile industry are expected to follow the publication of an article on price cutting by Henry B. Joy, president of the Packard Motor Car Company. Mr. Joy boldly contended for the right of the manufacturer to fix the price at which his product shall be sold to the public.

An interesting sequel has just come to light in the shape of a letter addressed to all Packard dealers, and signed by Alvan Macauley, general manager of the Packard Motor Car Company. This letter says: "We have had a call recently from a special agent of the Department of Justice, who was inquiring with reference to our policy of maintaining our 'square deal' one-price policy. 'It's very possible that as our dealer you may be interviewed in this connection; and this is to say that you have nothing to conceal, and should regard to this matter, you are at liberty to state the facts as fully as you please.'"

Howard Wagner Is Back.

Our old friend, Howard Wagner, who represents the Cutting Motor Car Co., will be only too pleased to take you out and demonstrate this latest addition to the local market. Come by and look the Cutting over at 512 East Main, or phone Monroe 4547.

Give Tank Capacity.

The Paige-Detroit Motor Car Company recently sent out a letter instructing their agents to be sure and let their customers know the capacity

of the gasoline tank on the model of the car that they purchase.

The reason for this precaution is owing to an incident that happened to J. F. Bourquin, general manager of the Paige-Detroit Motor Car Company. While on an experimental tour through Pennsylvania, Kentucky and West Virginia, Mr. Bourquin happened to draw up one day in front of a little garage in a small town in Kentucky. He had driven, since noon of the day before, 250 miles, and as the gasoline tank held sixteen gallons, and from his previous tests while on this tour, he found he had averaged about eighteen miles to a gallon of gasoline, from the above facts he judged that he should have about two or three gallons of gasoline left. Rather than take a chance of running short, he left word with the garage man to fill up his gasoline tank while he went down a few doors to get a bite to eat.

He returned to the garage, having finished his lunch, and asked the man how much he owed him for the gasoline. The reply was: "Twenty-six cents a gallon, and I put in seventeen gallons."

"How much did you put in?" "Why--about seventeen gallons." "Sure you are not mistaken?" "Absolutely."

"Well, I happen to know you are, as the tank will only hold sixteen gallons, and I had at least two gallons in the tank."

After a little hacking and hawing, the garage man finally admitted that he might have made a mistake.

The above incident only goes to show what the public is up against in dealing with unscrupulous garage men.

Record Season for High-Priced Motor Cars.

"The spring business in high-priced motor cars has never opened quite so well as this year," says C. A. Benjamin, general sales manager of the American Locomotive Company, automobile department. "It is a fulfillment of the promise held out earlier in the season, when all indications pointed to a record-breaking spring season. In our own experience it was the largest month we ever had, and the increase in sales for the past month over the corresponding period a year ago was 51 per cent."

"It simply goes to show that the demand for high-priced cars is becoming greater each season. Those who can afford the best will always buy the best, regardless of price, because they realize it's the wisest purchase in the end."

"This is the day when the demand is for the thing of superior quality and workmanship, whether it is an automobile or jewelry, furniture or silverware. It is an outward display of that inborn desire for the best, just the same as the willingness to pay more to travel comfortably by steamship or railroad."

"From all indications this year will surpass those that have gone before. Moreover, the fame of American cars is spreading abroad. There was a time when our engineers sat at the feet of those of Europe, this year a record is being set in the exportation of American automobiles to Europe. Among our recent sales, for instance, was one of a six-cylinder Alco to a man in Florence, Italy."

Breaking Sales Records.

In three of the four weeks of April the Studebaker selling organization in the United States broke the sales record of the second week in June, 1912, in which the high mark of former history had been set. Complete returns for April will indicate the retail sale of over 5,000 Studebaker cars, according to Assistant Sales Manager Philip.

FOSTER TOUR IS ONE OF INTEREST

Personally Conducted Motor Outing Will Leave Richmond in Early June.

An automobile tour to Luray Caverns and Natural Bridge is planned for the first week in June, and will be run under the personal direction of L. M. Foster, of the Foster Motor Car Company.

Many motorists have already expressed their desire to participate in this tour, and it is expected that a goodly number of others who have been timid about starting out upon a pleasant jaunt of this kind will take advantage of this opportunity when it is known that not only will this tour be conducted by an experienced tourist, who is well acquainted with the roads, but that a crew of two competent mechanics will accompany the party in a car, well equipped with necessary tools and equipment to take care of any one who may be unfortunate enough to have trouble with his car during the trip.

This car, with its crew, will at all times remain in the rear, so that any party requiring assistance will soon be overtaken and cared for and sent upon their way rejoicing.

In order to relieve the touring party of all unnecessary annoyance, accommodations will be engaged in advance at the hotels and garages. A card which will be good for lodging and meals at the hotels en route will be provided by Mr. Foster, so that upon arrival at any stopping point, when this card is presented to the hotel clerk he will be assigned to his rooms without the delay and inconvenience of registering.

A similar card will be used for garages. Envelopes containing the correct change for the various toll gates will be provided for each car, so that upon arrival at toll gates the paper envelope, properly numbered, may be handed to the gatekeeper, thus avoiding the inconvenience and delay in making change.

A pass will be provided which will admit to Luray Caverns, and another one to admit to Natural Bridge. In order to arrange all these details, those participating in the tour will hand their checks to cover expenses to Mr. Foster on the Saturday preceding the tour.

The tour will leave Richmond on Tuesday, June 3, at 9 A. M.; lunch at Charlottesville about 2 P. M., with Staunton as night stop, 123 miles. Leave Staunton the next morning for Luray, a run of fifty-seven miles, where the party will arrive in time for dinner. The afternoon and evening will be devoted to exploring the caverns, under the direction of experienced guides. After a night's rest and breakfast the party will leave for Natural Bridge, a distance of 107 miles. Dinner will be served at Staunton, and Natural Bridge will easily be reached in the early afternoon.

The next night will be spent in Charlottesville, and in this connection it might be mentioned that the hotel accommodations in Charlottesville have been very much improved during the past year. The rooms are comfortable and the bill of fare as good as the average. This plan will leave Saturday as getting-home day, and the party can leave Charlottesville late in the morning, take dinner at Louisa, and reach home early in the evening.

The cost of the five-day tour, not including gasoline and supplies for the car, but including garage storage charges, hotel expenses, including room and meals, toll gate fees, which amount to about \$7 per car, will be as follows: Car with five occupants.....\$101 70 Car with four occupants..... 91 70 Car with three occupants..... 71 70 Car with two occupants..... 51 70 Those wishing to join the tour are requested to communicate with Mr. Foster as early as possible, stating the

number in their party, the names of those in the party, and the make and license number of their car. No entries will be accepted after Saturday, May 31, and all checks to cover expenses of the tour must be in hand by that date, as hotel accommodations, etc., must be reserved in advance.

This tour will cover the most beautiful part of Virginia, including about half of the Shenandoah Valley, famous the world over for its natural beauty. It might be mentioned that the condition of the Valley Pike was never better than now. The tourist will not find the loose, sharp stones, as heretofore, but a beautiful, smooth boulevard, with hardly a loose pebble.

The road over the mountains near Luray affords a view of the broad Shenandoah Valley which cannot be had from any other point, and the entire trip promises to be a most delightful outing.

Monday, May 12, 1913.

Train will leave Hancock and Broad Streets at 9 A. M. Returning, will leave Washington Tuesday, May 13, at 6 P. M. J. M. Thompson, the old reliable excursionist, will be manager.

Round-Trip Fare Richmond to Washington, \$2.75.



Made to Measure

Morton C. Stout & Co.
14 Establishments in 13 Cities
TAILORS 714 East Main Street

Richardson, C. H. Cosby, C. L. Cosby and Rowsey.

Palace Summer Duckpin League.
The Palace Duckpin League will begin in a week or two. Teams to complete the league are lacking. The teams already listed are the Alcoa, Richmond Lunch, Palace, Times-Dispatch.

The league will surely open by May 25 or June 1. Schedule and rules are now being drawn up.

Prize Winners Last Week.
Duckpins--Richardson, won \$2, with 592 total in five games for the week; Anderson won second prize, with 562, \$1.

Anderson won first prize in tenpins, with 997 total; prize, \$2.

Gilbert won second prize of \$1, with 985 total in five games.

Some high totals for this week's prizes:

Duckpins--B. Jordin, 592; Torpe, 587; Grubbs, 563.

Tenpins--Bailey, 982; Audy, 981; Fisher, 973.

Some high scores in duckpins last week:

C. L. Cosby, 160; Morris, 145; Thorpe, 143; Bailey, 141; Rousey, 137; Jordin, 135; C. H. Cosby, 133; Gilbert, 130, and Frank, 125.

INVADER AUTO OIL
Best Grade Auto Lubricating Oil Made.

CHEMI-COMPANY

BETTER Than "\$15 Tailoring"--CHEAPER Than "Ready Mades."

GOOD BLUE SERGE \$12.50

Coat and Trousers made to your measure. And it is all wool, and it's fast color. Snappy Cheviots and Cassimeres at same price.

Plenty of \$15 suits in town, but not the STYLE and FINISH and PERFECT FIT we give you for \$15. It's not what you PAY; it's what you GET.

"SOME CLASS" TO THESE NOVELTIES

New English and Scotch weaves, club checks, shepherd plaids; new designs and shades in grays, blues, browns--"THE VERY LATEST."

\$20 TWO-PIECE TAILOR-MADE SUITS THAT LOOK LIKE \$10 MORE. \$17

400 STYLES For You to CHOOSE FROM.

Made to Order as Cheap as \$12.50; fine as \$40.